

The Hawaiian Star

DAILY AND SEMI-WEEKLY.

Published every afternoon (except Sunday) by the HAWAIIAN STAR NEWSPAPER ASSOCIATION, LIMITED.

SUBSCRIPTION RATES:

Local, per annum \$5.00
Foreign, per annum \$12.00
Payable in advance.

Entered at Post Office at Honolulu, Hawaii, as second class mail matter.

Subscribers who do not get their papers regularly will confer a favor by notifying the Star Office; Telephone 365.

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FRANK L. HOOFSMANAGER

THURSDAY FEBRUARY 13, 1908

While generally admitting that Puget Sound, San Francisco and other coast points could never be attacked except by Great Britain if Hawaii were fortified as an American naval base, the United States goes calmly ahead with the intelligent scheme of fortifying them all and leaving Hawaii defenseless.

Hawaii owes a great deal to Jared G. Smith and it is pleasing to know that if he is to be lost in an official capacity, he is to remain a citizen of the Territory. His administration of the office of director of the federal agricultural station here has seen the accomplishment of results which will be the basis of much of the future prosperity of the islands.

Having been given a three-column call down by Admiral Very for making bad guesses about the straits of Magellan, the Advertiser tried to cheer itself with a reflection that it was right in a guess about the fleet's departure from Punta Arenas, the guess being corrective of a plain cable in The Star. It now seeks as a last resort to show that the word "today" was left out of a later cable, by The Star. The original cable is on file in The Star office and in the cable office. There is no "today" in it. The cable is dated Saturday, it says the fleet sailed and it is the next message on the subject following a cable that the fleet was to sail "Friday night." Whether it sailed Friday night or Saturday morning cannot be determined from this, but it is perfectly clear that Friday night was the time set for departure. If the Advertiser wishes to be set right in the matter we will allow it to see the message.

ROOSEVELT'S VIGOROUS WORDS.

A Presidential Message That Teems With Characteristic Attacks on the Forces of "Predatory Wealth."

President Roosevelt's last message, cabled here briefly on February 2, is described as without a parallel in the country's history for bitterness of invective in state documents. In the following language he strikes back at certain "undesirable citizens" who have been hitting hard knocks at some of his actions, and sounds a note which shows that the coming national campaign is likely to be a hard one for the big trusts: "The attacks by these great corporations on the administration's actions have been given a wide circulation throughout the country, in the newspapers and otherwise, by those writers and speakers who, consciously or unconsciously, act as the representatives of predatory wealth—of the wealth accumulated on a giant scale by all forms of iniquity, ranging from the oppression of wage workers to unfair and unwholesome methods of crushing out competition and to defrauding the public by stock jobbing and the manipulation of securities. Certain wealthy men of this stamp, whose conduct should be abhorrent to every man of ordinary decent conscience and who commit the hideous wrong of teaching our young men that phenomenal business success must ordinarily be based on dishonesty, have during the last few months made it apparent that they have banded together to work for a reaction. Their endeavor is to overthrow and discredit all who honestly administer the law, to prevent any additional legislation which would check and restrain them and to secure, if possible, a freedom from all restraint which will permit every unscrupulous wrongdoer to do what he wishes unchecked, provided he has enough money. The only way to counteract the movement in which these men are engaged is to make clear to the public just what they have done in the past and just what they are seeking to accomplish in the present.

"Under no circumstances would we countenance attacks upon law-abiding property, or do ought but condemn those who hold up rich men as being evil men because of their riches. On the contrary, our whole effort is to insist upon conduct, and neither wealth nor property nor any other class distinction, as being the proper standard by which to judge the actions of men. For the honest man of great wealth we have a hearty regard, just as we have a hearty regard for the honest politician and honest newspaper. But part of the movement to uphold honesty must be a movement to frown on dishonesty. We attack only the corrupt men of wealth, who find in the purchased politician the most efficient instrument of corruption and in the purchased newspaper the most efficient defender of corruption. Sweeping attacks upon all property, upon all men of means, without regard to whether they do well or ill, would sound the death knell of the republic, and such attacks become inevitable if decent citizens permit those rich men whose lives are corrupt and evil to dominate in swollen pride, unchecked and unhindered, over the destinies of this country. We act in no vindictive spirit, and we are no respecters of persons. If a labor union does wrong, we oppose it as firmly as we oppose a corporation which does wrong; and we stand equally stoutly for the rights of the man of wealth and for the rights of the wage worker. We seek to protect the property of every man who acts honestly, of every corporation that represents wealth honestly accumulated and honestly used. We seek to stop wrong doing, and we desire to punish the wrong doers only so far as is necessary to achieve this end.

"There are ample material rewards for those who serve with fidelity the mammon of unrighteousness; but they are dearly paid for by the people who permit their representatives, whether in public life, in the press, or in the colleges where their young men are taught, to preach and to practice that there is one law for the rich and another for the poor. The amount of money the representatives of certain great moneyed interests are willing to spend can be gauged by recent publications broadcast throughout the papers of this country from the Atlantic to the Pacific. The books and pamphlets, the controlled newspapers, the speeches by public or private men to which

The Man and His Job

By HERBERT J. HAPGOOD.

The hardest man in the world to find is the successful salesman. The employer who could successfully define the salesman's qualities and infallibly select the man who possesses them would hold the key to commercial supremacy.

There are men with the indescribable knack which enables them to sell anything from a gold brick to a cake of soap, but there is no outward sign by which they may be recognized. Often the good talker with imposing personality and winning manners fails at the psychological moment when the sale should be consummated, while the man of uncouth appearance, who presents his case haltingly, can "knock the apple off the tree" wherever he attempts to make a sale. The qualities by which a salesman interests a buyer and commands his confidence are too subtle to be described. The one thing certain about good salesmen is that there are not half enough of them to go around. Demands for them are constant and hard to fill.

There is no lack of men who think they can sell goods and are anxious to prove the fact. The sales department of the average business receives more applications for positions than any other department. It is the ambition of almost every retail salesman, and of thousands of bookkeepers, clerks, and young, inexperienced men to get on the road; but out of this army of candidates there are very few who really possess selling ability.

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Tales Worth Telling

AN ALL-ROUND MAN

William V. McManus, the new president of the Letter Carriers' Association of New York, had been discussing the ideal letter carrier.

With a laugh he ended: "Yes, the ideal letter carrier needs to be as all-round as many-sided, as divinely gifted as the man a Cincinnati suburbanite advertised for last month. The advertisement ran: "Wanted—A man able to teach Spanish, water color painting and the violin and to look after a bull."

UNIONISM'S SPREAD.

John Mitchell the miners' leader, was talking to a Pittsburgh reporter about the spread of unionism.

"Why," said Mr. Mitchell, smiling, "I hear that in a Pittsburgh school the other day, when the teacher told a little boy that he must stay in after school and rewrite a composition the youngster flared up and answered stoutly: "What, and get put out of the scholars' union for workin' overtime? Nit!"

"IS GENERALS BRAVE?"

"The late Bishop Coleman," said a Wilmington divine, "used to take every summer a long, solitary walking trip. He wore rough clothes and slept in farm houses. Sometimes the people took him for an aged tramp. Always he had interesting experiences.

"These tramping experiences often served the bishop in his sermons. Thus once, in a sermon on peace, he said that if they who made the wars had actually to go out and fight them—fight them as the common soldier does, without honor, without hope, without anything desirable—warfare would speedily be abolished.

"One evening," he went on "on a

I refer, are usually and especially in the interest of the Standard oil trust and of certain notorious railroad combinations, but they also defend other individuals and corporations of great wealth that have been guilty of wrong doing.

"Much is said in these attacks upon the policy of the present administration about the rights of "innocent stock holders." That stock holder is not innocent who voluntarily purchases stock in a corporation whose methods and management he knows to be corrupt; and stock holders are bound to try to secure honest management, or else are stopped from complaining about the proceedings the government funds necessary in order to compel the corporation to obey the law. There has been in the past grave wrong done innocent stock holders by over capitalization, stock watering, stock jobbing, stock manipulation."

Virginia farm, a little farm boy said to him:

"Is generals brave?" "Yes, to be sure," the bishop answered. "Why do you ask?" "Because," said the little boy, "if they are brave, I don't understand why, when the artists make pictures of a battle, the generals is always on a hill, four miles away, watching the fighting through an opera glass."

EXPRESSING A THORAX.

Dr. Leopold Jaches of Cornell's medical school recently returned from a study of the use of the Roentgen rays abroad. Pausing in an account of his tour, Dr. Jaches said:

"Abroad, as here at home, the great public's knowledge of the rays continues rather vague. Investigators receive all manner of queer letters and requests. Thus I heard in Berlin of a man who wrote to a specialist: "Dear Sir—I have a bullet in my thorax for eleven years. I am too busy to come to Berlin, but hope you will come down here with your rays, as my case should be worth your while. If you cannot come, send a packet of rays, with instructions as to use, etc., and I will see if I cannot manage to work them myself."

"The specialist replied: "Dear Sir—I am sorry that my engagements prevent my coming to see you, and that I am out of rays just now. If you cannot come to Berlin yourself, send me your thorax by express, and I will do the best I can with it."

POINTED PARAGRAPHS.

It takes a lot of filthy lucre to make a tidy sum.

Might doesn't always make right, but it puts up a hard fight.

Because he forges ahead a man isn't necessarily a forger.

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